

Message Text

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11

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 RSC-01 AF-10 /029 W

----- 023094

R 110920Z DEC 74

FM AMEMBASSY ABU DHABI

TO USDOC WASH DC

SECSTATE WASHDC 0000

AMEMBASSY DAR AS

UNCLAS ABU DHABI 1750

USDOC FOR MEPD

E.O. 11652: N/A

TAGS: BTIO, TC

SUBJ: UAE ROAD PROJECTS

REFS: A) DAR AS-SALAAM 3993 B) ABU DHABI 813 C) ABU DHABI 1478

1. EMBASSY HAS PASSED INFO REQUESTED REF. A DIRECTLY TO NELLO TEER VIA TELEX AND WILL CONTINUE MAKE AMEMBASSY DAR AS-SALAAM INFO ADDRESSEE ON FUTURE REPORTING ON ROAD PROJECTS IN UAE. FYI ONLY ONE OF TWO ROAD CONTRACTS REMAINS OPEN AND RAPID RESPONSE REQUIRED IN THIS CASE. END FYI.

2. COMMENT: THIS IS YET FURTHER EXAMPLE OF PROBLEM EITHER (A) GETTING WORD RE MAJOR PROJECTS RAPIDLY TO INTERESTED US FIRMS, OR (B) OF FIRMS' FAILURE TO RESPOND IN TIMELY FASHION TO SUCH PROJECT OPPORTUNITIES. EMBASSY ORIGINALLY REPORTED ON THESE PROJECTS VIA REF B SENT ACTION USDOC AND INFO SECSTATE AND AR AS-SALAAM IN JUNE 1974. REF. C, ALSO SENT ACTION USDOC, IN OCTOBER, GAVE TEXT OF INVITATION TO BID ON MASAFI-DIBA ROAD (CONTRACT WHICH NOW CLOSED). WHY IS TEER SHOWING INTEREST ONLY AT THIS LATE DATE? WE HAVE REPEATEDLY STATED THAT TIMELY RESPONSE TO OPPORTUNITIES IS ONLY WAY US COMPANIES WILL BE ABLE WIN CONTRACTS FOR LARGE DEVELOPMENT PROJECTS IN UAE. MOST UNCLASSIFIED

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TENDERS HERE HAVE UNREALISTICALLY EARLY CLOSING DATES,

AND FAST ACTION ON EARLY WARNINGS IS ONLY WAY TO
COUNTER INFLUENCE OF WELL-ESTABLISHED EUROPEAN AND LOCAL
COMPETITORS. FAILING SUCH TIMELY RESPONSE THERE IS
LITTLE EMBASSY CAN DO TO HELP SECURE MAJOR CONTRACTS
FOR US FIRMS.
PEALE

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 11 DEC 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974ABUDH01750
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740359-0523
From: ABU DHABI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741245/aaaabmiu.tel
Line Count: 67
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 74 DAR AS-SALAAM, 74 3993, 74 ABU DHABI 813, 74 ABU DHABI 1478
Review Action: RELEASED, APPROVED
Review Authority: MorefiRH
Review Comment: n/a
Review Content Flags:
Review Date: 11 SEP 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11 SEP 2002 by ReddocGW>; APPROVED <30 JAN 2003 by MorefiRH>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: UAE ROAD PROJECTS
TAGS: BTIO, TC
To: COM DAR ES SALAAM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005